



Giampiero Tiberi

close
up

are endeavouring to find the best way to approach it, perhaps starting from going there ourselves to some of the sector trade fairs - says Giampiero Tiberi, the company's managing director -. On the other hand, in a few areas where we have been operating for some time now the economic situation is currently marked by conflicts or anyhow by delicate political situations, so it is essential for us to find other outlets on the market: also because we have in the meantime produced new innovative products, considering that the company essentially features continual in-house research, also at a technological level". Research which is not however limited to the core business, that is pumps. For several years now a part of the business - certainly not predominant, but anyhow important - is in fact linked with renewable energy. "We have been heavily committed to this sector for the last five-year period, also encouraged by government

incentives: beginning with photovoltaics and afterwards concentrating more on wind energy - continues Tiberi -. And during the course of 2016 we extended our wind farms in both Toscana and Basilicata, with two other large installations. These are important investments both internally (because we are able to have a substantial quota of self-produced energy) as well as for sales on the domestic market". And the technology used to produce renewable energy plants is also linked with the Umbra Pompe core business: "We have created a range of electric pumps that can be used with photovoltaic panels - points out the managing director - a highly important innovation for a certain type of market". Moreover, seeing that continual research work at the company also involves an increase in its production of pumps, not only for the domestic but also for the industrial market, this is a new possible sector to increase continual growth for Umbra Pompe.

Energy that helps to grow

Global prospects for elettropompe umbra

In line with new year estimates, 2016 is due to close with a smile for Umbra Pompe, and prospects for 2017 are just as bright. The Magione centred company - operating in the field of electric pumps for over 30 years now - is experiencing continual expansion on the global market: if the turnover of the year about to close has increased by roughly 15% this is mainly due to its contacts with foreign markets, alone worth 90% of total sales. And, seeing that one should strike while

the iron is hot, expansion calls for expansion. After its recent consolidation in the Arabian world, the business is now "exploring" two large distant markets to see if and how they can introduce their core products there: being electric submersible pumps for irrigation and pumps particularly diffused for domestic use. Umbra Pompe's attention is therefore drawn to the United States and countries in the Far East. "The market is on the whole on the upturn in both these areas, so we